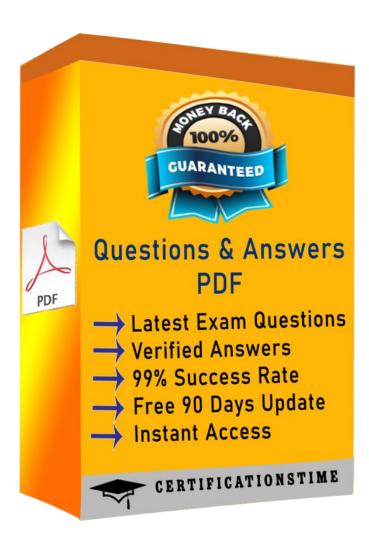# Cisco

Exam Questions 700-150

Introduction to Cisco Sales

https://certificationstime.com/

QUESTION 1
AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

A. 8 hours or less
B. 7 hours or less
C. 10 hours or less
D. 6 hours or less

Answer: D

QUESTION 2
Cisco converged infrastructure simplifies and speeds up infrastructure deployment with integrated and hyperconverged systems. Which of the following is not one of the solutions?

A. FlashStack
B. Hyperflex systems
C. VirtualStack
D. FlexPod

Answer: C

QUESTION 3
Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

A. Simplify management
B. Gain network visibility
C. Save time, solve problems
D. Turn insights into

Answer: D

QUESTION 4
Cisco is positioning itself to recognize greater value and superior differentiation and deliver better business outcomes for its customers. Which of the following statements is not true?

A. They aim to price models in a more user-centric approach
B. They aim to provide filexible approaches to service offerings
C. They aim to provide more solution-based offerings
D. They aim to adopt personalized offerings to their customers

Answer: D

QUESTION 5

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent based networking?

A. Cisco DNA
B. Cisco Hosted Collaboration Solution
C. Cisco Unified Computing System
D. Cisco Meraki

Answer: A

QUESTION 6
How do you define a business outcome?

A. a process of estimating future sales

B. a measurable result of an activity or process within the business

C. a plan that positions a company's brand or product to gain a competitive advantage

D. a strategy that sets out sales targets and tactics for the business

Answer: C

QUESTION 7
Cisco HyperFlex delivers complete hyperconvergence. Which of the following is not a feature of this solution?

A. Portable database applications

B. Flash-optimized system

C. Flexible scaling

D. High data availability

Answer: A

Full Access

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